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## **Finishing The Year Strong**

Alex Goldfayn, of Evangelist Marketing, has some ideas to help us finish the year with a strong push.

From now until the end of the year tell every contact you interact with about one product or service they can buy from you. Something you do that they aren't getting from you now.

Ask for one referral each day. Just say, "Who else do you know who would benefit from working with me?" It only takes 15 seconds.

Follow up on every outstanding quote and proposal you have made this year. Tell them you are closing your books and need to know where they stand.